

IMPORTERS' QUESTIONNAIRE
BARIUM CARBONATE FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than October 15, 2002

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning barium carbonate from China (inv. No. 731-TA-1020 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm imported **barium carbonate** (as defined in the instruction booklet) from any country at any time since January 1, 1999?

- ☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
☐ **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I. GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing barium carbonate from China into the United States or which are engaged in exporting barium carbonate from China to the United States?

☐ No ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I. GENERAL QUESTIONS—Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of barium carbonate?

☐ No ☐ Yes—List the following information.

Firm name

Address

Affiliation

I-6. Please indicate the nature of your firm's importing operations on barium carbonate. More than one answer may be applicable.

☐ Importer of record

☐ Takes title to the imported product(s)

☐ Consignee of the imported product(s)

☐ Customs broker or freight forwarder

I-7. If your firm is an importer of record of barium carbonate but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-8. Please indicate whether your firm enters barium carbonate into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes

Bonded warehouses ☐ No ☐ Yes

I-9. Please indicate whether your firm imports barium carbonate under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

I-10. To your knowledge, has barium carbonate been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes—Please specify. _____

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Fred Fischer** (202-205-3179 or ffischer@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No. E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of barium carbonate since January 1, 1999?

☐ No ☐ Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of barium carbonate from China for delivery after June 30, 2002?

☐ No ☐ Yes—Indicate when such orders are to be delivered and the quantities involved (in short tons).

II-4. If your firm also produces barium carbonate in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS OF BARIUM CARBONATE.**—Report your firm's imports and your firm's shipments and inventories of barium carbonate imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

Country: CHINA

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	1999	2000	2001	2001	2002
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
IMPORTS:¹					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
EXPORT SHIPMENTS:³					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES⁴ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)					
¹ Please identify the foreign producers, if known: _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001 below: _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____					

PART II.—TRADE AND RELATED INFORMATION—Continued

II-6. **IMPORTS OF BARIUM CARBONATE.**—Report your firm's imports and your firm's shipments and inventories of barium carbonate imported from Hong Kong by your firm during the specified periods. (See definitions in the instruction booklet.)

Country: HONG KONG

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	1999	2000	2001	2001	2002
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
IMPORTS:¹					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
EXPORT SHIPMENTS:³					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES⁴ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)					
¹ Please identify the foreign producers, if known: _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001 below: _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____					

PART II.—TRADE AND RELATED INFORMATION—Continued

II-7. **IMPORTS OF BARIUM CARBONATE.**—Report your firm's imports and your firm's shipments and inventories of granular barium carbonate imported by your firm from other than China and Hong Kong during the specified periods. (See definitions in the instruction booklet.)

☐ All other sources (other than China and Hong Kong) combined.

Identify sources: _____

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	1999	2000	2001	2001	2002
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
IMPORTS:¹					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
EXPORT SHIPMENTS:³					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES⁴ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)					
¹ Please identify the foreign producers, if known: _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001 below: _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____					

PART II.--TRADE AND RELATED INFORMATION--Continued

II-8. **SHIPMENTS BY SOURCE AND BY TYPE.**--Report your firm's U.S. commercial shipments of its imported barium carbonate in 2001.

(Quantity in short tons)	
Item	2001
PRODUCED IN CHINA:	
Granular barium carbonate:	
Glass manufacturers	
Brick manufacturers	
Tile manufacturers	
Other manufacturers (identify:)	
Powdered barium carbonate:	
Glass manufacturers	
Brick manufacturers	
Tile manufacturers	
Other manufacturers (identify:)	
Total (should equal commercial shipment total in question II-5)	
PRODUCED IN HONG KONG:	
Granular barium carbonate:	
Glass manufacturers	
Brick manufacturers	
Tile manufacturers	
Other manufacturers (identify:)	
Powdered barium carbonate:	
Glass manufacturers	
Brick manufacturers	
Tile manufacturers	
Other manufacturers (identify:)	
Total (should equal commercial shipment total in question II-6)	
PRODUCED IN ALL OTHER NON-U.S. SOURCES COMBINED:	
Granular barium carbonate:	
Glass manufacturers	
Brick manufacturers	
Tile manufacturers	
Other manufacturers (identify:)	
Powdered barium carbonate:	
Glass manufacturers	
Brick manufacturers	
Tile manufacturers	
Other manufacturers (identify:)	
Total (should equal commercial shipment total in question II-7)	

PART III. PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Joshua Levy** (202-205-3236 or jlevy@usitc.gov).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

Section III-A. PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from China during January 1999-June 2002:

Product 1.—Granular barium carbonate, sold in any size packaging, with a total $\text{BaCO}_3 + \text{SrCO}_3$ content of at least 97 percent

Product 2.—Powdered barium carbonate, sold in any size packaging, with a total $\text{BaCO}_3 + \text{SrCO}_3$ content of at least 97 percent

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-A. PRICE DATA—Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products imported from China and sold by your firm.

Product 1 ☐ Product 2 ☐

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	Value ²
1999:		
January-March		
April-June		
July-September		
October-December		
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
² F.o.b. your U.S. point of shipment (gross sales value less all discounts, rebates, allowances, prepaid freight, and the value of returned goods).		

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-B. PRICE-RELATED QUESTIONS**

- III-B-1. Please describe how your firm determines the prices that it charges for sales of barium carbonate (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.
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- III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).
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-
- III-B-3. What are your firm's typical sales terms for barium carbonate imported from China (e.g., 2/10 net 30 days)? _____. On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____
- III-B-4. Approximately what percentage of your firm's sales of barium carbonate imported from China are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.
- (a) What is the average duration of a contract? _____
- (b) How frequently are contracts renegotiated? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____
- (e) What are the standard quantity requirements, if any? _____
- (f) What is the price premium for sub-minimum shipments? ____ percent
- III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of barium carbonate? _____
- III-B-6. What is the approximate percentage of the total delivered cost of barium carbonate that is accounted for by transportation costs? ____ percent. Who generally arranges the transportation to your customers' locations? Your firm ____ or purchaser ____ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? ____ percent. 101 to 1,000 miles? ____ percent. Over 1,000 miles? ____ percent.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-7. What is the geographic market area in the United States served by your firm's imports of barium carbonate from China?

III-B-8. What other products may be substitutes for barium carbonate?

III-B-9. Describe the end uses of the barium carbonate that you import from China. For each end use product, what percentage of the total cost is accounted for by barium carbonate?

III-B-10. How has the demand within the United States (and outside the United States if known) for barium carbonate changed since January 1, 1999? What were the principal factors affecting changes in demand?

III-B-11. Have there been any significant changes in the product range or marketing of barium carbonate in the past five years?

☐ No

☐ Yes—Please describe.

III-B-12. Does your firm purchase or sell barium carbonate over the internet?

☐ No

☐ Yes—Please describe, noting the estimated percentage of your firm's total purchases/sales of barium carbonate in 2001 accounted for by internet transactions.

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-B. PRICE-RELATED QUESTIONS—Continued**

- III-B-13. a) Please estimate the percentages of your firm's shipments of barium carbonate imported from China that were made in the following package sizes.

25 kg bags	_____
One metric ton sacks	_____
Bulk shipments	_____
Other (please list)	_____
_____	_____
	100 %

b) Approximately what percent of the cost of the barium carbonate is accounted for by the cost of packaging? (Note: If the percent varies for different package types, please note this in your response.)

- III-B-14. Are the U.S.-produced and imported barium carbonate from China used interchangeably (i.e., can they physically be used in the same applications)?

☐ Yes ☐ No—Please explain.

- III-B-15. Are the U.S.-produced and NONSUBJECT imported barium carbonate (i.e., product imported from countries/firms not subject to this investigation) generally used interchangeably?

☐ Yes ☐ No—Please explain, by country.

- III-B-16. Are NONSUBJECT imported barium carbonate and imported barium carbonate from China used interchangeably?

☐ Yes ☐ No—Please explain, by country.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-17. Are there any differences in product characteristics or sales conditions between U.S.-produced barium carbonate and barium carbonate imported from China that are a significant factor in your firm's sales of barium carbonate?

☐ No

☐ Yes—Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., quality, availability, transportation network, product range, technical support, etc.).

III-B-18. Are there any differences in product characteristics or sales conditions between U.S.-produced barium carbonate and NONSUBJECT imported barium carbonate that are a significant factor in your firm's sales of barium carbonate?

☐ No

☐ Yes—Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.

III-B-19. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported barium carbonate and imported barium carbonate from China that are a significant factor in your firm's sales of barium carbonate?

☐ No

☐ Yes—Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from China.

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest U.S. customers for barium carbonate imported from China during January 1999-June 2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of barium carbonate from China that each of these customers accounted for in 2001.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2001 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					